

Message Text

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ACTION EB-07

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UNCLAS TOKYO 10136

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC PROCUREMENT STATUS COB JULY 23, NOVEMBER MICROWAVE
SHOW

1. PA'S RECD'D FROM OIM: NONE
2. PA'S EXPECTED FROM OIM, SIXTEEN: COMMUNICATION TECHNIQUES,
MICROLAB IFXR; MICROWAVE SEMI; CONDUCTOR NARDA; TRI-EX; AILTECH;
DAGE; LARS; SINGER; HUGHES AIRCRAFT; SOLITROX MICROWAVE;
ZETA LABS; TRW; TEKTRONIX; SONOMA; AND SOLIDEV INTL INC.
3. PA'S TO BE SUBMITTED TO TC, TWO: YOKOGAWA-HEWLETT-
PACKARD/HEWLETT PACKARD AND WAKO TRADING/FILTRON CO.
4. STRONG LOCAL POSSIBLES, EIGHT PA'S: (A) TOKO TRADING CO
3 PA'S FOR AVANTEK INC; RGA RESEARCH AND DEVELOPMENT CO;
VECTRONICS MICROWAVE CORP; POWER HYBRIDS INC; LRC INC;
ALPHA INDUSTRIES INC; ANAREN MICROWAVE INC; SOLID STATE
TECHNOLOGY; WAVECOM INDUSTRIES INC; TRANS-TEL PRODUCTS INC
OR ADDINGTON LAB INC AND SINGER PRODUCTS CO. REPRESENTING:
FLEXCO MICROWAVE INC; MIDWEST MICROWAVE INC; MICROWAVE
RESEARCH CORP; FREQUENCY ENGINEERING LAB (DIV, HARVARD
INDS INC); AND LOGUS INC; (B) SEKI AND CO POSSIBLY 2 PA'S FOR
CALIFORNIA MICROWAVE INC; E AND M LABORATORIES; GENERAL
MICROWAVE CORP; PACIFIC MEASUREMENT INC; WATKINS-JOHNSON
CO; AND WILTRON CO; (C) REKEI CORP/JOHANSON MFG CORP FOR
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COMMUNICATION TRANSISTOR CORP AND FREQUENCY WEST INC;

(D) MIDORIYA ELECTRIC CO FOR VARIX-L CO; YIG TEK CORP; (E) TAIYO SHOJI/MICROWAVE SYSTEMS INC: AND (F) MARUBUN CORP FOR BIRD ELECTRONIC CORP: AIRTRON DIV, AND LITTON SYSTEMS INC.

5. RE PARA TWO - FOUR, TC ESTIMATES 26 PARTICIPANTS CONSIDERED FIRM, HOWEVER, SOME OVERLAPPING MAY EXIST, E.G., SINGER LISTED PARA TWO, WHICH IS TAKEN FROM OIM E.O.O. REPORT DTD JULY 11, MAY OVERLAP TOKO TRADING REPRESENTING FIVE SINGER GROUP FIRMS, PARA FOUR. PLS CLARIFY AND ADVISE.

6. IN ADDITION TO EIGHT STRONG LOCAL POSSIBLES, PARA FOUR, TC FOLLOWING-UP WITH SEVERAL OTHER AGENTS CONSIDERING PARTICIPATION. WILL ADVISE.

7. PLS FORWARD TC ALL OUTSTANDING PA'S DOCUMENTS ASAP, ALSO PROVIDE NAMES ADDITIONAL OIM VERBALS AND INFO RE THEIR EXHIBIT PRODUCTS.

8. IN VIEW RELATIVELY LARGE NUMBER OF PARTICIPANTS SUBJECT SHOW, TC MAY REQUIRE BOTH FLOORS FOR EXHIBIT DISPLAY, THEREFORE, PLANNING ESTABLISH SMALL LOUNGE IN SECOND FLOOR EXHIBIT AREA TO ALLOW BUSINESSMEN'S LOUNGE TO BE USED FOR SEMINAR PRESENTATIONS.

9. FYI-PER MR. IMOTO, MGR, MIDORIYA ELECTIC CO, JULY 23, MIDORIYA STILL HAS NOT RECEIVED REPLY FROM YIG-TEK CORP RE MIDORIYA'S EXHIBITION PROPOSAL REPORTED TOKYO 8384. UNLESS YIG-TEK WILL PARTICIPATE, MIDORIYA WILL NOT PARTICIPATE SUBJECT SHOW SINCE IMOTO BELIEVES EXHIBITING VARI-L PRODUCTS ALONE WILL NOT JUSTIFY HIS PARTICIPATION. PLS CONTACT YIG-TEK, ENCOURAGE PARTICIPATION AND ADVISE.
SHOESMITH

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